

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY AMMAN IMMEDIATE

AMEMBASSY JIDDA IMMEDIATE

C O N F I D E N T I A L STATE 247717

EXDIS

JIDDA PASS RIYADH

FOR ELLSWORTH AND VEST

FOLL REPEAT BELGRADE 5650 ACTION SECSTATE 08 NOV 74 QUOTE

C O N F I D E N T I A L BELGRADE 5650

EXDIS

DEPT PASS ASD/ISA

E.O. 11652: GDS

TAGS: OVIP (ELLSWORTH ROBERT)

SUBJECT: VISIT OF ASSISTANT SECRETARY OF DEFENSE ELLSWORTH TO
YUGOSLAVIA

1. SUMMARY: RECOGNIZING THAT IT IS PRELIMINARY IN NATURE, EMBASSY
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SEES

OBJECTIVES OF ASSISTANT SECRETARY ELLSWORTH'S FORTHCOMING VISIT TO YUGOSLAVIA (DATE NOT YET FIXED) AS REESTABLISHING CONTACT WITH HIGH-LEVEL MILITARY OFFICIALS WHO HAVE IMPORTANT PRESENT AND FUTURE LEADERSHIP ROLE TO PLAY IN THIS COUNTRY, SETTING STAGE FOR LATER MILITARY BILATERAL CONTACTS, AND BEGINNING TO OVERCOME YUGOSLAVS' LACK OF CONFIDENCE IN US AS LONG-TERM ARMS SUPPLIER. WE EXPECT ELLSWORTH WILL MAKE COURTESY CALLS ON DEFSEC LJUBICIC AND OTHER OFFICIALS IN DEFENSE AND FOREIGN SECRETARIATS, AND DISCUSS JNA EQUIPMENT NEEDS WITH PROCUREMENT AND SALES OFFICIALS. YUGOSLAVS CAN BE EXPECTED TO RAISE PROBLEM AREAS WITH ELLSWORTH DRAWING ON THEIR EXPERIENCE WITH US AS ARMS SUPPLIER. WE BELIEVE US INTERESTS CAN BEST BE SERVED BY EMPHASIZING WEAPONS SYSTEMS AND TRAINING AS MEANS OF KEEPING TRACK OF HARDWARE AND EXERTING MAXIMUM INFLUENCE OVER JNA OFFICERS. IT IS ESSENTIAL THAT THIS EMBASSY BE KEPT INFORMED OF ALL CONTACTS WITH YUGOSLAVS ON MILITARY EQUIPMENT SALES. END SUMMARY.

2. RE RECOGNIZE THAT ELLSWORTH VISIT MAY WELL BE ONLY AN EXPLORATORY SURVEY. IF HOWEVER TALKS DEVELOP WELL, AND LOOKING DOWN THE ROAD TO EVENTUAL INTENSIFIED COOPERATION, FOLLOWING SUGGESTIONS MAY BE HELPFUL IN PLANNING OUR MILITARY COOPERATION WITH THE YUGOSLAVS.

3. ONE OF MAIN OBJECTIVES OF ELLSWORTH VISIT IS TO OVERCOME STRONG YUGOSLAV LACK OF CONFIDENCE IN US WILLINGNESS TO UNDERTAKE AND FULFILL LONG-TERM COMMITMENTS TO SUPPLY THEM MILITARY EQUIPMENT. HE MAY BE ABLE TO ALLAY SOME OF THE FEARS IN THE TOP LEVELS OF THE DEFENSE SECRETARIAT DURING COURTESY CALLS WE WOULD EXPECT ON LJUBICIC AND ASSISTANT SECRETARY OF DEFENSE DOLNICAR (HIGHEST RANKING YUGOSLAV MILITARY OFFICIAL TO VISIT US). WE EXPECT ELLSWORTH WILL ALSO MAKE COURTESY CALL ON APPROPRIATE OFFICIAL IN FOREIGN SECRETARIAT, POSSIBLY ASSISTANT SECRETARY MILICEVIC. BULK OF VISIT WILL BE TAKEN UP IN SUBSTANTIVE DISCUSSIONS WITH DEFENSE OFFICIALS IN PROCUREMENT AND SALES FIELD.

4. YUGOSLAVS CAN BE EXPECTED TO BRING UP TWO MAJOR PROBLEM AREAS WITH ELLSWORTH: (A) LONG LEAD TIME BETWEEN INITIATION OF YUGOSLAV REQUEST AND ACTUAL DELIVERY; (B) FLUCTUATION IN US DISCLOSURE AND MILITARY SALES POLICIES AS REGARDS YUGOSLAVIA.

5. WITHOUT ASKING THE YUGOSLAVS, EMBASSY HAS NO WAY OF POSI-
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TIVELY KNOWING EXACTLY WHICH MILITARY ITEMS THEY MAY BE IN THE MARKET FOR NOW. LATEST YUGOSLAV SHOPPING LISTS FOR MILITARY HARDWARE, TECHNOLOGY AND TRAINING WHICH WE HAVE (ALSO ON FILE IN WASHINGTON) ARE MORE THAN A YEAR OLD. IN INTERVENING PERIOD, YUGOSLAVS HAVE ACTIVELY SOUGHT WEAPONS AND MILITARY EQUIPMENT FROM VARIOUS WESTERN AND EASTERN SOURCES. HOWEVER, WE DO NOT KNOW WHETHER OR WHAT THEY MAY HAVE PURCHASED DURING THIS TIME WHICH COULD HAVE ALTERED LISTS OF ITEMS THEY WANTED WHEN WE LAST

CONSULTED WITH THEM ABOUT SALES. SOME INFORMATION ABOUT PRESENT YUGOSLAV WISHES MAY BE AVAILABLE THROUGH THE INTELLIGENCE COMMUNITY.

6. WHATEVER ACTUAL CURRENT NEEDS ARE, WE MUST ASSUME THE FOLLOWING:

(A) EDUCATION LEVEL PREVALENT IN JNA IS SUFFICIENT TO ASSIMILATE SOPHISTICATED AND ADVANCED TECHNICAL AND PROFESSIONAL TRAINING EQUAL TO THAT OF MOST CONTINENTAL EUROPEAN COUNTRIES AND EXCEEDING THAT OF ITS NEIGHBORING EAST EUROPEAN COUNTRIES.

(B) YUGOSLAV WEAPONS TECHNOLOGY IS SUFFICIENTLY ADVANCED TO PRODUCE VIRTUALLY ANY CONVENTIONAL ARTILLERY, SMALL ARMS, COMMUNICATION EQUIPMENT, WHEELED VEHICLES, ETC. THEY ARE LIMITED IN SUCH PRODUCTION - NOT BY TECHNOLOGY - BUT RATHER BY RESEARCH AND DEVELOPMENT COSTS AND EXCESSIVE PER COPY COSTS BECAUSE OF LOW QUANTITY PRODUCTION NEEDS. THEREFORE JNA POLICY IS TO PRODUCE ARMAMENTS (WITHIN YUGOSLAV CAPABILITY) FOR BOTH DOMESTIC USE AND FOREIGN SALES, THUS BOTH REDUCING PER COPY COST AND GENERATING CAPITAL FOR ACQUISITION OF SOPHISTICATED AND HIGH-PER-COPY-COST ARMAMENTS ABROAD.

(C) YUGOSLAV REQUESTS FOR WEAPONS MOST PROBABLY WILL FALL INTO THE FOLLOWING GENERAL CATEGORIES:

(1) VERY SOPHISTICATED WEAPONS/EQUIPMENTS OF HIGH R&D COSTS, ESPECIALLY IN THE AREA OF AIR DEFENSE.

(2) COMPONENTS FOR INCORPORATION IN SYSTEMS FOR RESALE (E.G., MARINE GAS TURBINES, ETC.).

(3) ITEMS FOR TESTING AND EVALUATING (AS WELL AS FOR DEVELOPING

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COUNTERMEASURES).

(4) MOBILE "PARTISAN" TYPE INDIVIDUAL OR CREW-SERVED SYSTEMS.

7. DURING VISIT, ELLSWORTH SHOULD ATTEMPT TO LAY BASIS FOR A CONTINUED HIGH-LEVEL RELATIONSHIP BETWEEN THE DEFENSE DEPARTMENT AND THE JNA AS AN IMPORTANT PRESENT AND FUTURE POLITICAL FACTOR IN YUGOSLAVIA, LAY FOUNDATIONS FOR FUTURE MILITARY BILATERAL CONTACTS, AND START THE PROCESS OF OVERCOMING LACK OF CONFIDENCE YUGOSLAV VS HAVE IN US AS A LONG-TERM WEAPONS SUPPLIER. HIS MEETINGS WITH HIGH-LEVEL YUGOSLAV DEFENSE OFFICIALS WILL CONTRIBUTE TOWARD THE ACCOMPLISHMENT OF THESE OBJECTIVES. WHILE ELLSWORTH MAY NOT BE ABLE TO MAKE SPECIFIC SALES COMMITMENTS ON THE SPOT, HE SHOULD BE PREPARED TO ACCEPT YUGOSLAV REQUESTS AND COMMIT USG TO RESPOND

QUICKLY TO THEM.

8. WE BELIEVE OUR GENERAL OBJECTIVE SHOULD BE ONE OF LONG-RANGE INFLUENCE WITH PRIMARY EMPHASIS ON PERSONNEL AND SECONDARY EMPHASIS ON HARDWARE, BUT KEEPING IN MIND THAT THE LATTER IS ESSENTIAL TO THE FORMER. WE SHOULD EXPLORE EVERY AVENUE TOWARD OFFICER SCHOOLING - AT ALL GRADES - IN US PROFESSIONAL MILITARY SCHOOLS AND TECHNICAL SCHOOLS. FUNCTIONAL TRAINING RELEVANT TO SPECIFIC EQUIPMENTS AND/OR TECHNIQUES WOULD BE NECESSARY BUT OF CONSIDERABLY LESS LONG-TERM VALUE.

9. SALE OF MILITARY EQUIPMENT TO YUGOSLAVIA SHOULD BE, TO THE MAXIMUM EXTENT POSSIBLE, ORIENTED TOWARD THE SALE OF SYSTEMS (E.G. AIR DEFENSE, COMMAND AND CONTROL, ETC.) RATHER THAN TO COMPONENT SALES (E.G. RADARS, GUNDS, RADIOS, ETC.). THIS WOULD TEND TO STRENGTHEN LONG-TERM LINKS AS WELL AS GREATLY IMPROVE PROSPECTS OF FUTURE ACCOUNTABILITY.

10. SO THAT EMBASSY CAN BE OF MAXIMUM UTILITY IN VITAL AREA OF MILITARY RELATIONS IT IS ESSENTIAL THAT IT BE KEPT INFORMED AT ALL TIMES OF STATUS OF US-YUGOSLAVIA CONTACTS IN ARMS SALES AND MILITARY EXCHANGES AREAS.

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